



Q3/2019 Opportunity day



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Present on Dec 2, 2019



Presentation agenda

- ☒ **Company Overview**
- ☐ Financial Performance
- ☐ Business Outlook
- ☐ Q & A

Board of Directors



Dr. Chin Chinsettawong
Chairman



***Mr. Mongkol
Mangkornkanok***



***Mr. Boonnam
Boonnamsup***



***Dr. Thakol
Nunthirapakorn***



***Mr. Kamjorn
Chuenchoochit***

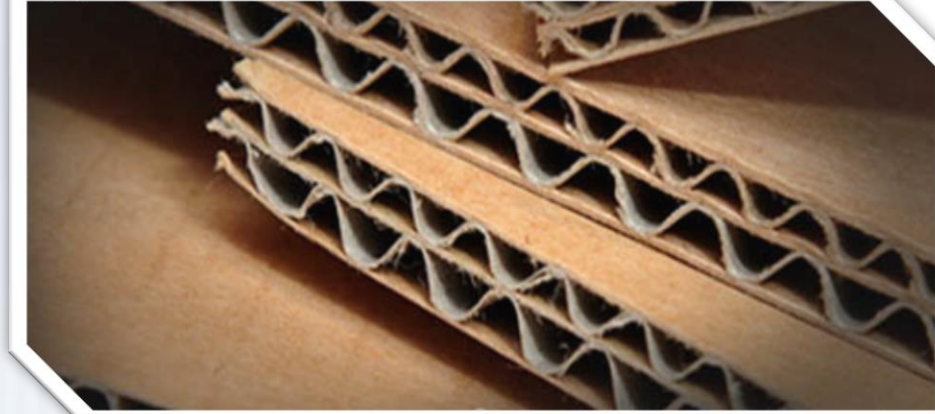


***Mr. Surachet
Supsakorn***



***Mr. Wachara
Chinsettawong***

Our products



กระดาษกราฟท์สำหรับทำผิวกล่อง



กระดาษกราฟท์สำหรับทำลอนลูกฟูก



Our customers



Paper box manufacturer

Domestic

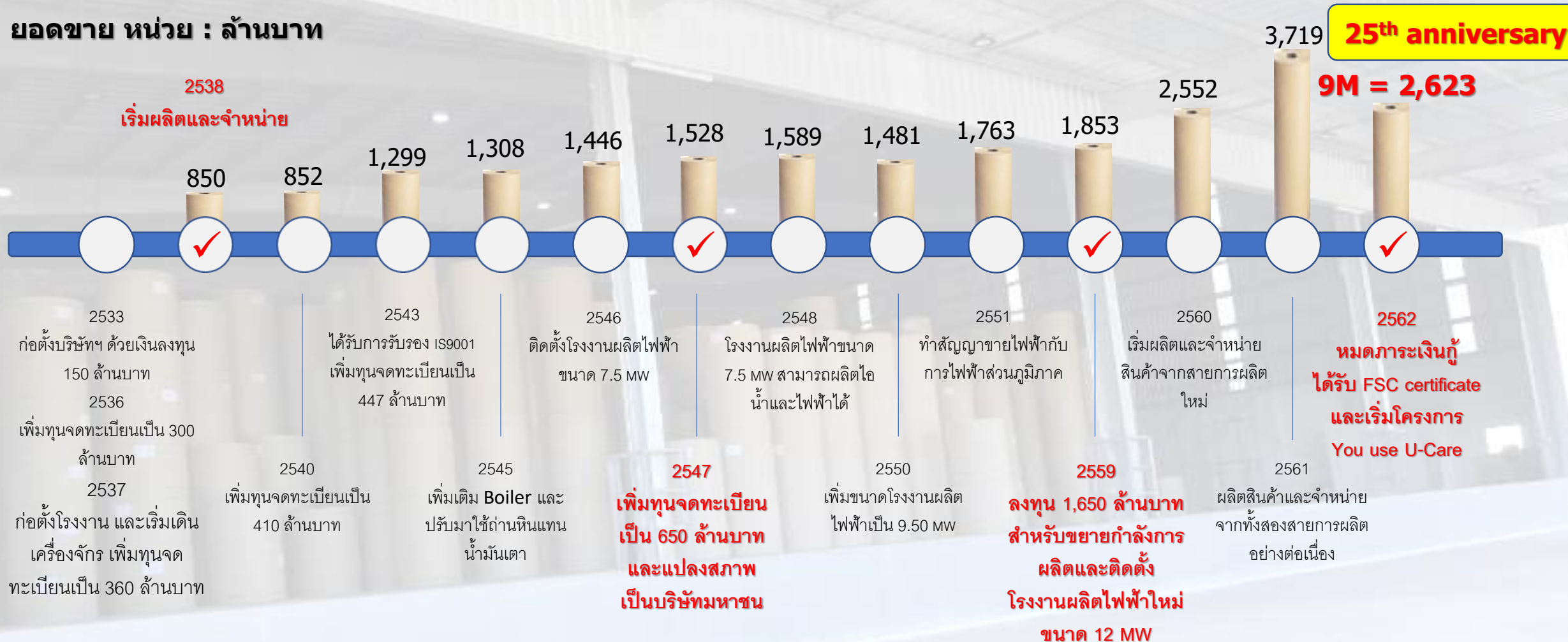
Category	Number	% of Sales
Group company	5	44%
Big general customers	8	34%
Small general customers	30	11%
Total	43	89%

Export

Country	Number	% of Sales
Vietnam	5	4%
Myanmar	1	1%
Other	2	6%
Total	8	11%

Company sales growth profile

ยอดขาย หน่วย : ล้านบาท



Remark FSC = Forest Stewardship Council

Stock overview

Market	sSET/SETCLMV
Industry	Industrials
Sector	Paper & Printing Materials
First Trade Date	16 Dec 2004
Par value	1 baht
Authorized Capital	650 Million
Paid-up Capital	650 Million
Market Capital	6,467.50 Million (@9.95 baht per share)
Dividend policy	Not less than 50% from net profit
Major Shareholder	Chinsettawong and Mangkornkanok group 51.70%, Others major 8.23%
Minor	Free Float 40.07%

Dividend	Baht / Share	Payment date
12M/2018	0.60	May 24, 2019
12M/2017	0.25	May 25, 2018
12M/2016	0.15	May 25, 2017
12M/2015	0.15	May 18, 2016
6M/2014	0.10	Sep 12, 2014
12M/2014	0.10	May 15, 2015
6M/2013	0.08	Sep 23, 2013
12M/2013	0.12	May 14, 2014
6M/2012	0.20	Sep 7, 2012
12M/2012	0.40	May 23, 2013

Remark Dividend payment on 2012 was paid based on Par value at 5 baht per share



Major events in FY2019

1. New Rewinder machine

Speed : 2,300 Meters/Minute
Capacity : 500 Ton/Day
Start production : April 2019



2. New finished goods warehouse building

The storage area of 6,000 square meters can hold approximately 6,500 tons of finished goods.
Finished : October 2019



Major events in FY2019

3. New Coal warehouse building

The storage area of 2,000 square meters can hold approximately 2,000 – 3,000 tons of Coal. This project is will be finished in January 2020.

4.Repaid the full amount of long-term loan

The full amount of long-term loans have been repaid to the financial institution in October 2019.

5. FSC certified

We implemented the environment conservation activity and have already got the FSC certification in November 2019.

6. Promote usage of 100% recycled test liner

Promote our product such as KJ, KAU, KX, CJ under “You use U - Care” campaign to realize the importance of environment by using 100% recycled waste paper for paper box making business.



เครื่องหมายการค้าและบริการ
YOU USE U-CARE

ทางบริษัท ยูไนเต็ด เปเปอร์ จำกัด (มหาชน) มีความตระหนักถึงสำคัญของสิ่งแวดล้อมและป่าไม้ จึงได้จัดทำโครงการ “YOU USE U-CARE” โดยโครงการดังกล่าวจัดทำขึ้นเพื่อลดปริมาณการใช้เยื่อกระดาษ (Virgin Pulp) และเปลี่ยนมาใช้วัตถุดิบจากเศษกระดาษ Recycle 100% (Waste Paper)

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You use U - care



Future project in FY2020

1. New Stock Preparation system

Increase the capacity from 800 to be 1,000 Tons/Day.

Investment cost : 200 Mb.

Start up plan : Q4, 2020



2. New Boiler (?)

We are under feasibility study of this project.



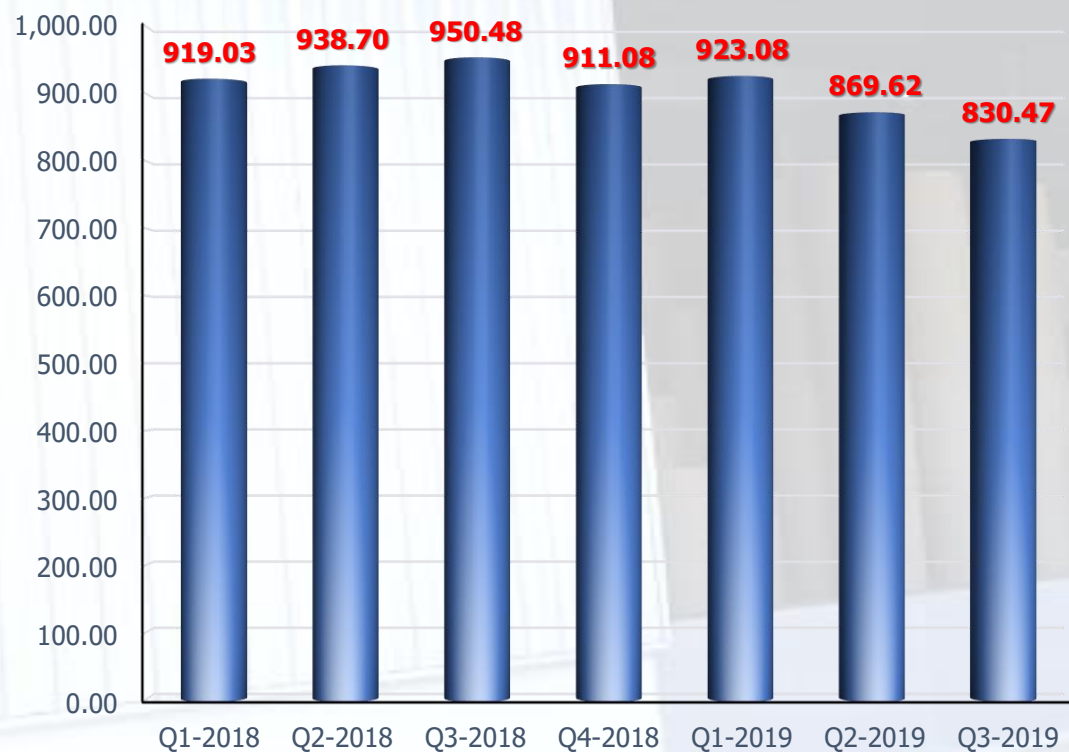


Presentation agenda

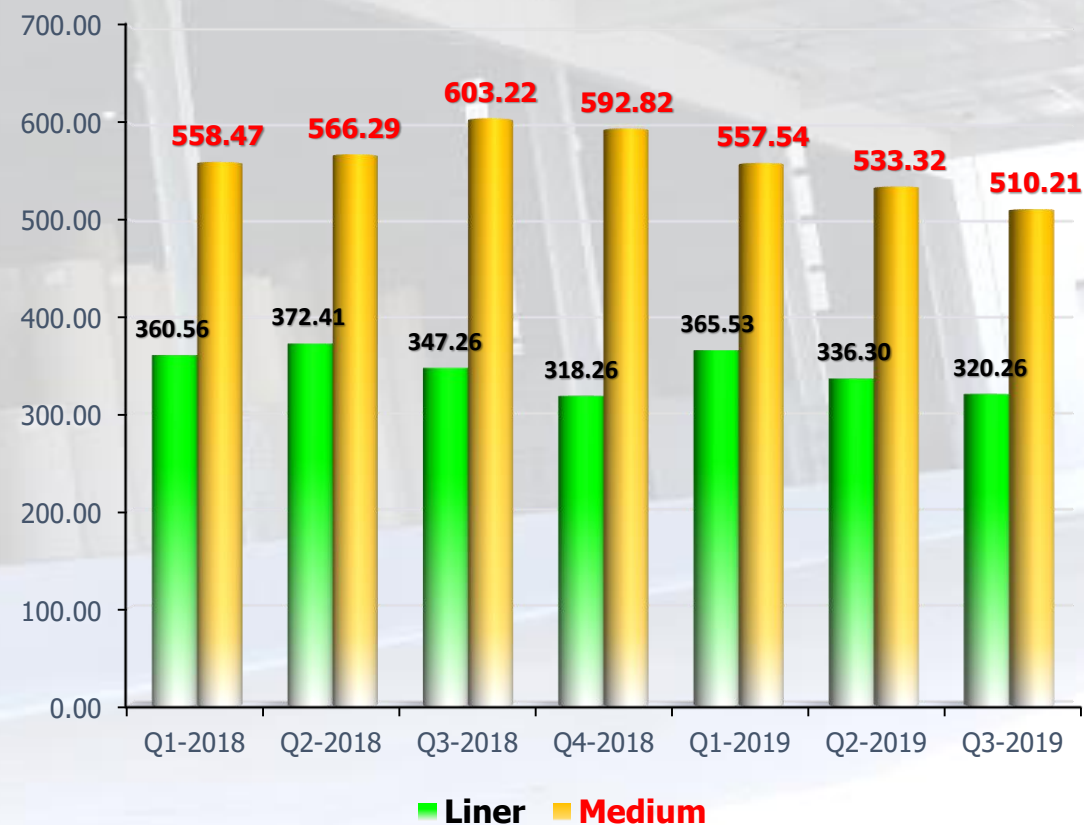
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Sales performance

1. Overall sales revenue (Million baht)



2. Sales revenue by categories (Million baht)



Average selling price (Baht per ton)



Average purchasing price

Import waste paper (USD/Ton)

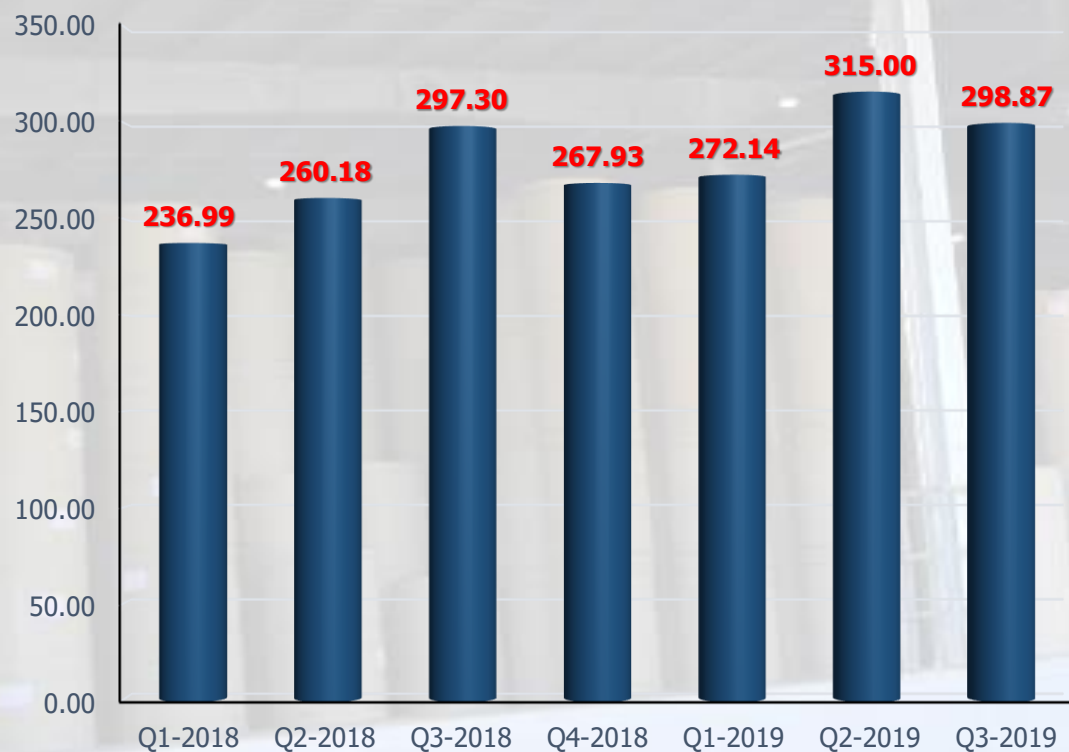


Local waste paper (Baht/Ton)

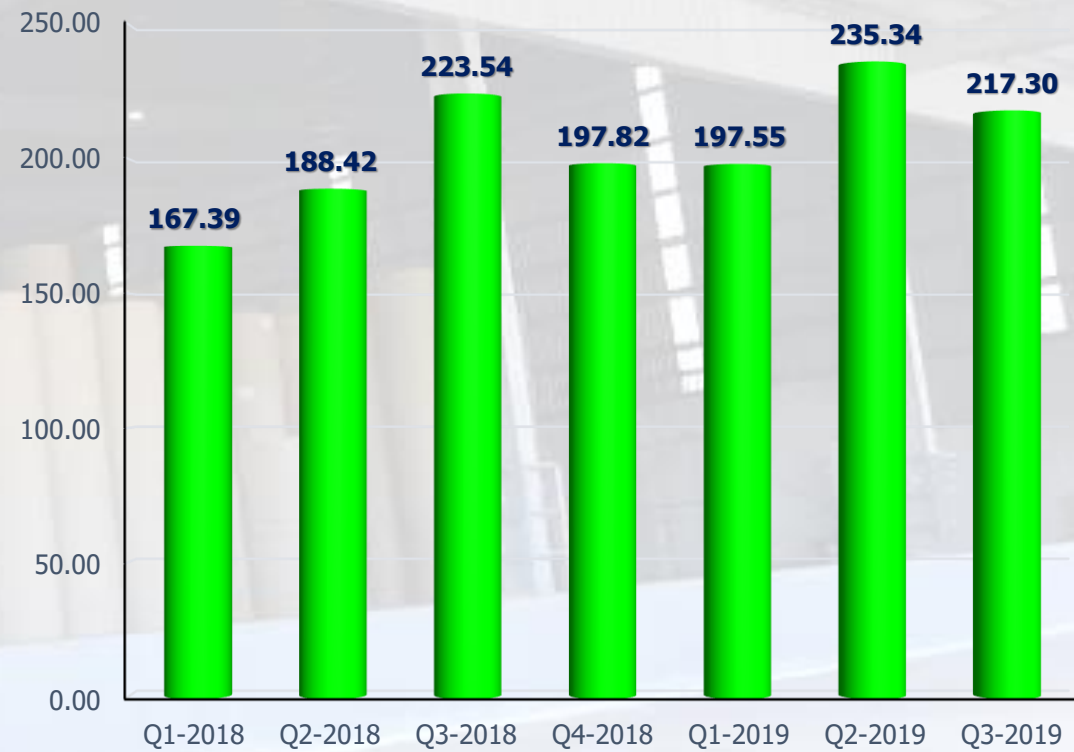


Profit performance (Million baht)

EBITDA



Net Profit



Financial ratio

Financial data	2015	2016	2017	2018	Q3 2019	Tendency
Net profit ratio (%)	8.79	10.20	12.19	20.65	24.59	↑
Net profit per share (Baht)	0.25	0.29	0.49	1.20	1.00	↑
Return on assets ratio (%)	5.87	10.61	21.97	16.38	19.08	↑
Return on equity ratio (%)	9.37	17.85	29.04	21.65	22.14	↑
Current ratio	1.64	1.90	2.75	2.69	4.14	↑
Debt to equity ratio	0.32	0.60	0.68	0.32	0.16	↓
Book value per share (Baht)	2.93	3.08	3.17	4.12	4.52	↑
Par value (Baht)	1.00	1.00	1.00	1.00	1.00	-

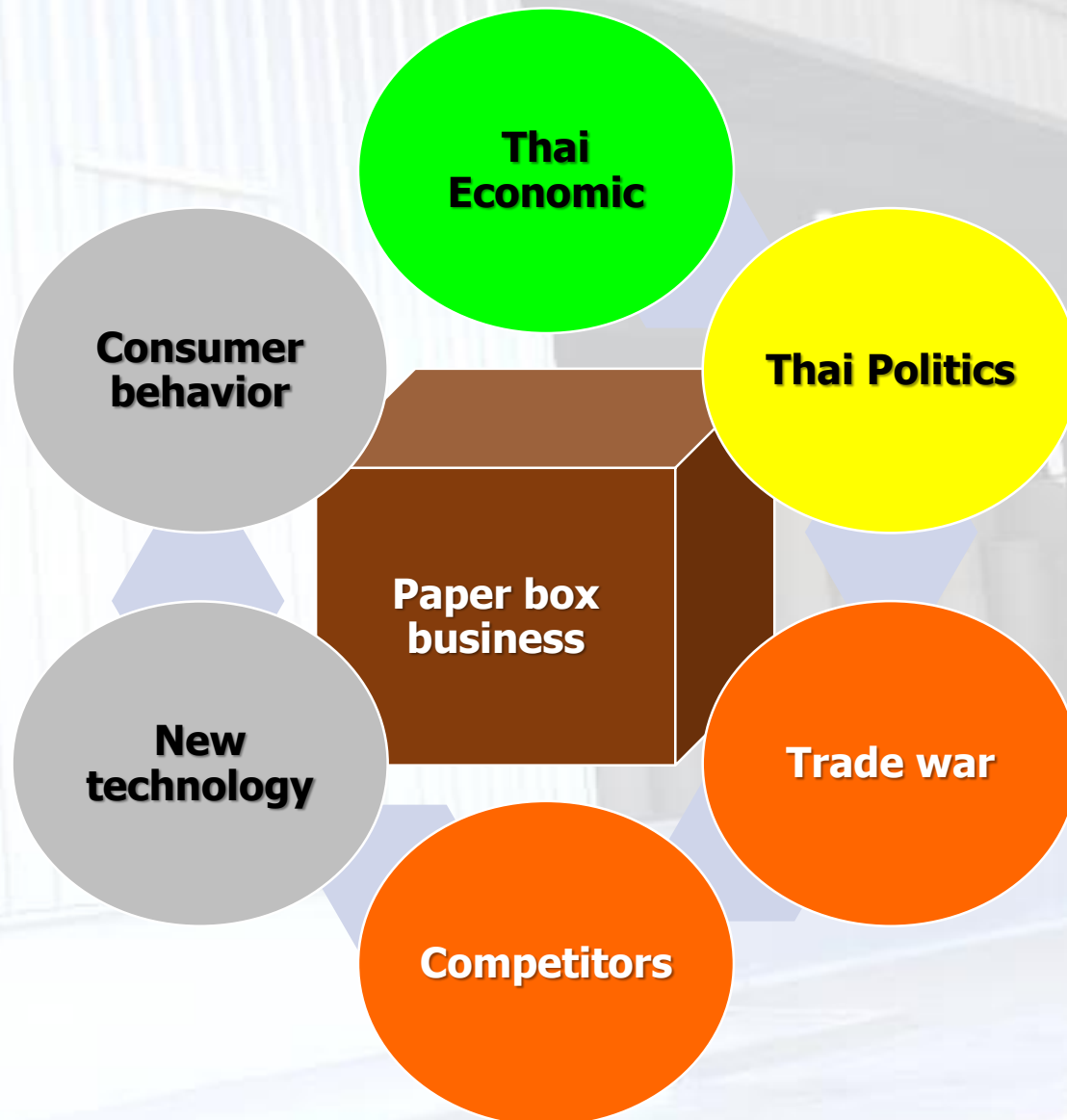




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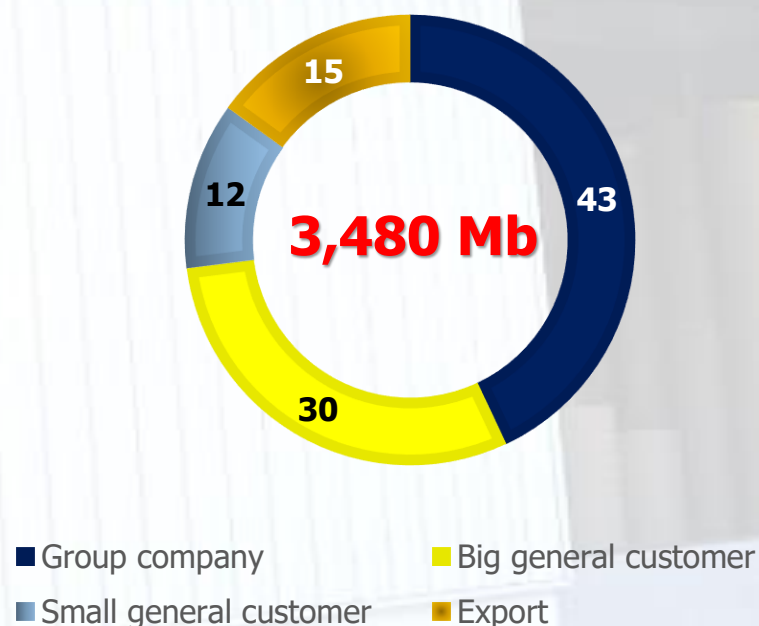
Business outlook



In the midst of a contracting economy and is expected to stay stable until the third quarter of next year, our company still intent to operate the production with maximum capacity 800 tons per day or 246,000 tons per year, representing at 7.00% share of the domestic market. Our first target is to sell for existing and new domestic customers, then the over supply will be sold aboard in order to keep the appropriate stock management.

Strategy and Forecast

% of Sales amount by categories



Production strategy

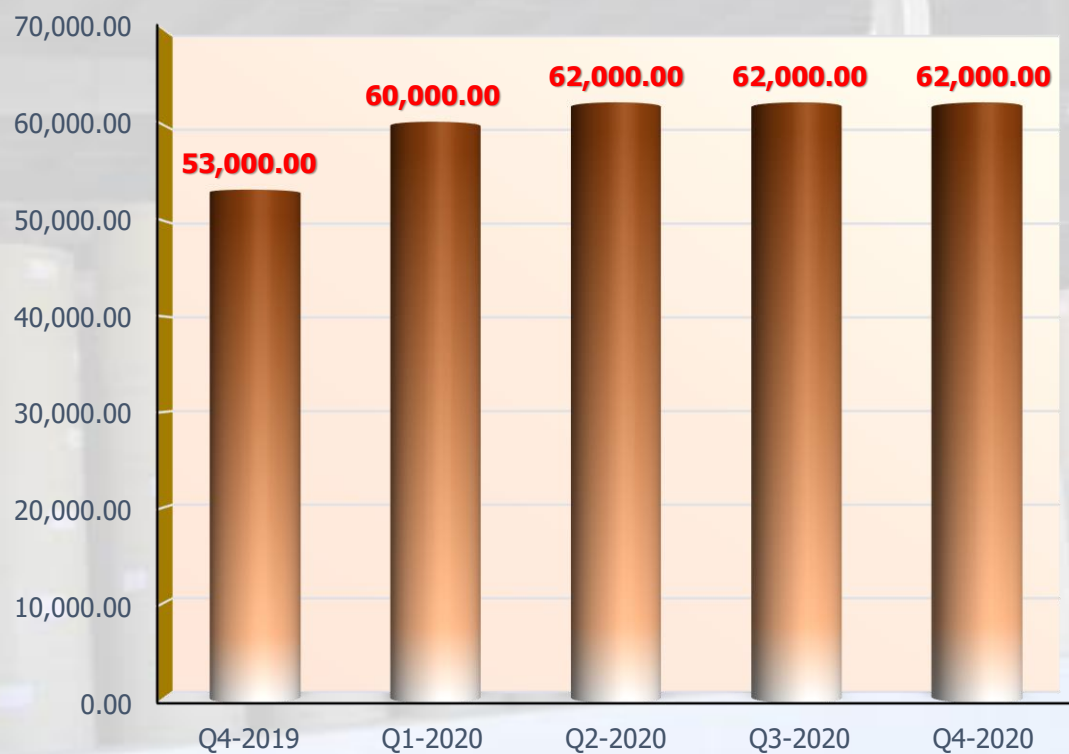
- Increase production volume by stability operation improvement and down time reduction.
- Find out other cheaper alternative material with high quality.
- CSR by production with environment thinking as "FSC" activity.

Sales strategy

- Increase market share by increasing number of domestic customers and sales volume in each customer.
- Add more sale's condition and service after sales to keep more satisfaction from our customers.
- CSR by selling with environment thinking as "You use U-Care" campaign.

Sales forecast

Sales volume (Tons)

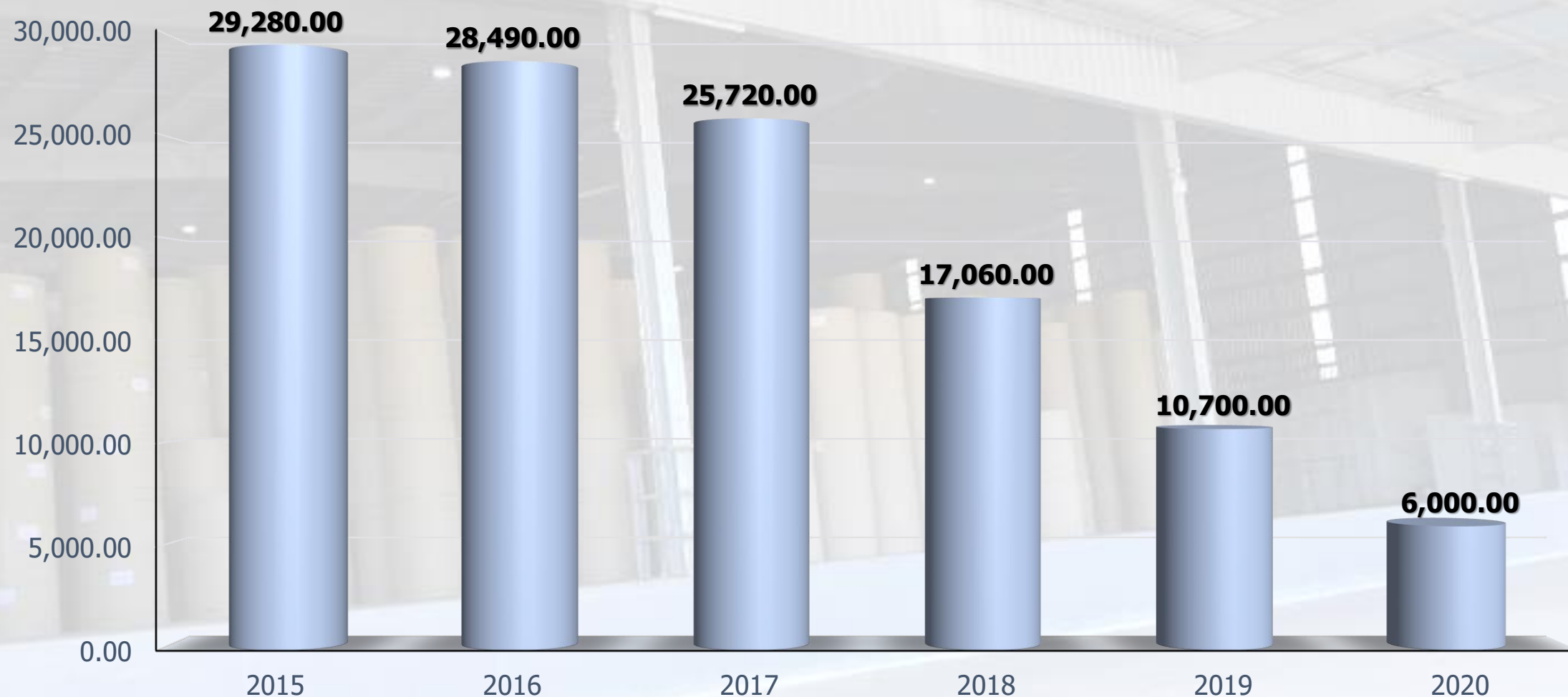


Sales revenue (Million baht)



Import waste paper in China

Unit : Thousand Ton





Q & A

Thank you

Contact us

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